



## NexTec and Sage X3 Support TissueTech's Ongoing Innovation



### About TissueTech, Inc.

TissueTech, Inc. is a leader in innovative technologies. The company relies on a proprietary cryopreservation technology called CryoTek® to preserve the natural properties of umbilical cord and amniotic membrane human birth tissue products. Following the introduction of this proprietary cryopreserved amniotic membrane to the ophthalmic industry in 1997, TissueTech has pioneered the clinical application of human birth tissue-based products. Since the company's inception, clinicians have performed more than 500,000 human implants and published more than 360 peer-reviewed studies.

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Carlos Jofre Jr., Executive Director of IT, TissueTech, Inc.



## Key Results

- > NexTec's consulting team reviewed TissueTech's processes and provided guidance to maximize value from Sage X3
- > NexTec participated in robust system validation and quality assurance procedures to ensure regulatory compliance
- > NexTec guided TissueTech in its strategic direction with Sage X3

TissueTech is continually researching, innovating and testing new technologies in regenerative medicine. TissueTech relies on Sage X3 and the life sciences consulting team at NexTec Group for support.

### Research leads to the right partner

When Carlos Jofre Jr. joined TissueTech in 2017 as its Executive Director of IT, the company had recently implemented Sage X3 through another reseller. "The implementation hadn't gone well," he says.

Jofre began the search for a new ERP partner, and when he spoke with the NexTec team, he knew he'd found that partner. "We met and spoke with five different individuals at NexTec," he says. "When we learned about their approach, their project management, their product and industry knowledge and their commitment to their customers, we were convinced NexTec was the right partner for us."

"We've got tremendous confidence in NexTec," adds Jofre. "As an IT director, I sleep better at night knowing they've got our back."

### Streamlining financials

Sage X3 is speeding up and streamlining TissueTech's digital evolution.

The software is designed as a multi-entity solution, capable of handling TissueTech's complex structure. "We have two lines of business, and Sage X3 makes it very easy to manage those companies in a single pane of glass," says Jofre.

### Robust compliance tools

Life sciences companies like TissueTech are highly regulated. Additionally, the company has its own rigid quality department. Central to compliance with these standards is the ability to closely track and monitor human birth tissue from receipt, to production and shipment of unique regenerative products to physicians and clinicians.

Sage X3 provides functionality that can help life sciences companies meet their compliance and quality mandates. "Sage X3 supports our complex and multi-stepped quality assurance program," Jofre says. "We're able to serialize samples, track extensive data about each one, and maintain product traceability."

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Executive Director of IT  
TissueTech, Inc.

### **Sage ecosystem delivers efficiencies**

The Sage ecosystem, as Jofre calls it, provides access to hundreds of integrated solutions that extend the functionality of Sage X3. “NexTec has helped us incorporate a few of these solutions that enhance and strengthen our capabilities,” says Jofre.

One such solution was Automated Data Capture (ADC) that works in concert with the Sage X3 Warehouse Management System to provide barcode functionality.

“NexTec implemented this solution for us,” recalls Jofre. “It went very smoothly, with no issues at all. We’re now able to create inter-site transfers in a much more efficient way. This has provided us a time savings of more than eight hours per transaction.”

### **Strategic partner**

Jofre is certain that TissueTech has the right ERP solution for its operations, and is now assured it has the right partner to optimize the solution. “We see a level of commitment from the top down at NexTec,” says Jofre. “That commitment is tangible in every interaction. We can see that they are invested in our success—and that makes them an excellent partner.”

He concludes, “NexTec works collaboratively with us to solve problems and come up with new ideas and solutions. They listen to our goals and objectives and help us come up with strategies to reach those goals.”





Connect with a NexTec expert to explore how a modern ERP can improve your business.

Let's Talk

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## nextec

NexTec Group is one of North America's largest and most experienced technology consulting firms, specializing in industry-specific solutions for mid-sized organizations. For thirty years, NexTec, a Pine Services Group company, has been a trusted partner to businesses, delivering, implementing, and supporting the core Enterprise Resource Planning (ERP) and Business Intelligence (BI) solutions they need to scale and grow. NexTec is a diamond-certified Sage X3 implementation partner with seasoned consultants from coast to coast.